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PRESS PACKAGE
OFFICIAL OPENING
RICHMOND, B.C. PLANT
FEDERAL PACIFIC ELECTRIC OF CANADA
WEDNESDAY, JUNE 21, 1967

Book



FEDERAL PACIFIC ELECTRIC OF CANADA







FOR RELEASE 3 P. M. PDT, 21st June 1967:

THE OPENING

A \$500,000 plant that brings together the West Coast manufacturing and distributing operations of Federal Pacific Electric of Canada was opened today in Richmond, B. C.

Dr. Gordon Shrum, co-chairman of B. C. Hydro and Power Authority, operated a 6,000-amp circuit breaker--a product of the plant itself--to swing the doors open at precisely 3 p. m. PDT.


Similar equipment made by the company will form part of the powerhouse control system of the Peace River Dam in October next year.

Federal Pacific's new plant, to supply customers in Canada and 17 other countries, brings operations on the West Coast under one roof. Prior to construction, Federal Pacific worked out of four Lower Mainland locations.

Built of steel and concrete, the FPE plant is 50,000 square feet in area and is situated on 5.5 acres.

It houses engineering, drafting, manufacturing, testing and warehousing facilities for all the customized king-sized products FPE makes.

FPE, through FPE-Pioneer Electric Limited, is associated with Federal Pacific Electric Company of Newark, N. J., a company with sales of \$138.3 million in its last fiscal year. FPE-Pioneer Electric Limited is one of very few companies in its field with large participation by Canadian shareholders.



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.....shareholders

-Page Two-

FPE-Pioneer had sales of \$22.14 million in the nine months to March 31 this year compared with \$18.96 million in the same period last year. Net after-tax earnings increased from \$1.18 million to \$1.57 million in the same period.

The parent company has 48 plants around the world.

Manager of Vancouver plant is K. Y. Lochhead. He has a staff of 170.

Involved with big industrial accounts more so than with consumer products, FPE's essential role here is the custom building of industrial switchgear, the equipment to route and control the flow of electrical energy.

The residential-type circuit breaker in the household basement has an equivalent at FPE Vancouver in the large and elaborate switching equipment to control the electrical function of mines, pulp and paper mills, newspaper plants and airports. Instead of wire, power flows through inches-thick copper ducts.

FPE has worked for all levels of government, all Canadian power authorities and such well-known projects as the St. Lawrence Seaway, the DEW line and Expo 67.

Power for almost all Expo pavilions--including the Canadian, British, U. S. and Habitat--is controlled and routed through FPE equipment.

Almost self-sustaining as to the fittings the new plant uses, FPE built its own electrical heaters--baseboard installations that are sold through the tradename Chaudair--its lighting and power distribution panels, bus duct, and, of course, main switchgear equipment.

Test loads at the plant go as high as 60,000 volts.

A major contributor in the export from Canada of equipment and ideas, FPE ships abroad more than 10 percent of the products it produces.

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.....produces

-Page Three-

FPE installations can be found in such faraway places as India, Jamaica, Peru, Australia, Zambia and Czechoslovakia.

In the area of electrical know-how, FPE competes successfully with such giants as Westinghouse and General Electric.

Recently, the company won contracts worth \$500,000 from B. C. Hydro to supply low-voltage switchgear for the Portage Mountain and Arrow dams. Working drawings for these projects have now been completed.

(END RELEASE FOR 3 P. M. PDT, June 21, 1967)



FPE CANADA LTD.

FEDERAL PACIFIC ELECTRIC OF CANADA

255 VIKING WAY

• RICHMOND, BRITISH COLUMBIA

• 273-3711

FOR RELEASE 3 P. M. PDT, 21st June 1967:

THE QUICK FACTS

- * Federal Pacific Electric of Canada and Pioneer Electric Limited, are associated with Federal Pacific Electric Company of the United States.
- * Financial control of the two Canadian arms of the corporation is held through FPE-Pioneer Electric Limited, a public company. FPE-Pioneer is one of few companies in its field with large participation by Canadian shareholders.
- * Six of the FPE-Pioneer directors are Canadians, two are from the U. S.
- * FPE-Pioneer Electric Limited manufactures in 11 plants across Canada, and maintains 25 sales outlets.
- * The company's equipment, in a word, is for the distribution and control of electrical output.
- * FPE-Pioneer makes transformers, medium-voltage switchgear, low-voltage switchgear, power circuit breakers, moulded case breakers, panel boards, switchboards, fuses and fuse gear, bus duct, electrical heating equipment and controls, and a range of other specialized products.
- * FPE-Pioneer had sales of \$25.9 million in the fiscal year to June 30, 1966, up from \$20.7 million the year before. Net earnings in the same two periods were \$1.7 million and \$1.2 million.
- * Earnings were 6.7 for 1966 and 6.0 for 1965 as a percentage of sales.
- * The company had an average of 1,400 employees during the year, up from 1,200 the year before.

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-Page Two-

- * The company's products were specified and supplied in these major projects, to name a few: The DEW Line; Edmonton, Toronto, Montreal and the new Vancouver International Airport; Toronto and Winnipeg City Hall; Toronto Telegram; Pacific Press; Place Ville Marie; Place Victoria; Chateau Champlain; Place Bonaventure; Foothills Hospital, Calgary; Baxter Building, Vancouver; Bank of Canada, Vancouver.
- * The company's customers include federal and provincial governments, all public and private power utilities in Canada, Alcan, Bell Telephone, Canadian National, Canadian Pacific, Cominco, Crown Zellerbach Canada, MacMillan Bloedel Limited, Imperial Oil, Interprovincial Pipe Line Co., St. Lawrence Seaway Authority, Dominion Bridge Co. Ltd., Denison Mines.
- * Federal Pacific is also the leading manufacturer of residential type circuit breakers in Canada. The devices are trademarked 'Stablok'.

(END RELEASE FOR 3 P. M. PDT, June 21, 1967)



FOR RELEASE 3 P. M. PDT, 21st June 1967:

TERMS THAT MAY BE NEW TO YOU

Low-Voltage Switchgear

Low voltage in industry refers to voltage of 600 and under, a level at which most plant equipment operates--from lathes to saws and roller mills. The switchgear controls this voltage. It is made by FPE at Richmond.

Power Circuit Breakers

When the kitchen stove goes on the blink, chances are you've blown a fuse, or as happens in most modern homes, a breaker on a circuit has popped out. This is the weakest spot in the system, designed that way so wiring won't burn out and set your house on fire. FPE makes these and other circuit breakers. Big ones. Yours in the basement may be rated at 15 amps--a level of current capacity--while ours from the Vancouver plant go up to 6,000 amps.

Bus Duct

Let's look at water for a moment. You need more water, you use a bigger pipe. Right? Same thing with electricity. In your home, copper wire does an admirable job of carrying the load. We use copper bar to carry ours. Most of it is $\frac{1}{4}$ "x4". We call it bus duct. It runs all over the plant, and when we need more power, we take it. ZAP!

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FPE CANADA LTD.

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THE PARENT COMPANY

Federal Pacific Electric Company, the U. S. parent of FPE of Canada, set sales and income records in the fiscal year ended June 30, 1966.

Sales were \$138.3 million, compared with \$117.5 million in fiscal 1965. Net income was \$4.6 million compared with \$3.4 million. This was equivalent to \$1.51 per share of common stock, up from \$1.06 in 1965.

It was the fifth consecutive year in which net earnings had advanced.

The company expects the pattern of increased net earnings in relation to sales to continue.

The improvement is being brought about by new and more efficient plants, better product design and manufacturing methods, and expanded applications of computer programs in day-to-day business problems.

Ten years ago, FPE's sales were \$49.5 million, with net earnings after taxes of \$2.4 million.

Earnings for the Canadian operation to June 30, 1966 were \$1.74 million, up from \$1.23 million the year before.

Consolidated sales of the Canadian operations last year totalled \$25.9 million, a 24 percent increase over the \$20.7 million achieved in 1965.

Volume of other foreign operations was \$12.1 million in 1966.

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FOR RELEASE 3 P. M. PDT, 21st June 1967:

THE PEOPLE

FPE (U. S.)

LOUIS W. COLE: Chairman of the Board, Federal Pacific Electric Company. Founded Cole Metal Products Company in 1918 to manufacture standard metal enclosures for the electrical industry. This became the base for the organization which is now FPE.

THOMAS M. COLE: President and Chairman of the Executive Committee, began his business career with the company in 1941 and has been chief executive officer since 1946. He holds 72 patents, including that of Stablok, the most widely-used type of residential circuit breaker in the world.

FPE (Canada)

B. W. BALL: President and general manager, Federal Pacific Electric of Canada. Graduate of University of Toronto, formerly department manager with Hudson's Bay Company. Joined Cemco Electrical Manufacturing Company Limited, Vancouver, in 1942. He was president at the time of the company's acquisition by Federal Pacific in 1958. He has held his present post since that time.

K. Y. LOCHHEAD: Manager, Vancouver plant, Federal Pacific Electric of Canada. Graduated in engineering from McGill. Served in the RCAF's engineering division during the Second World War, and prior to joining FPE in 1947 was building superintendent at the Hudson's Bay Company stores in Winnipeg and Vancouver. He has held his present position since 1957.

(END RELEASE 3 P. M. PDT, June 21, 1967)

